

# 28<sup>th</sup> ANNUAL CONFERENCE

Institute for Professionals in Taxation

June 20-23, 2004

Vancouver, British Columbia

The Westin Bayshore



Final Program



**OFFICERS:**

**President**

Richard V. Carlson, CMI  
Ryan & Company

**First Vice President**

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American Electric Power Service  
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FedEx Corporate Services

**Immediate Past  
President**

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Industrial Valuation Services

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**THE ANNUAL  
CONFERENCE CHAIRS**

**Overall Chair**

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**Property Tax Chair**

Robert D. Butterbaugh, CMI

**Property Tax Vice Chair**

Douglas P. Horner, CMI

**Sales Tax Chair**

Anne R. Glasco, CMI

**Sales Tax Vice Chair**

Trisha Fortune, CMI

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Billy D. Cook, Institute for  
Professionals in Taxation

**General Counsel**

Edward Kliewer, III  
Kliewer, Breen, Garatoni  
Patterson & Malone, Inc.

## Welcome

# 28th Annual Conference Program

IPT's 28th Annual Conference is being held in one of the most scenic destinations in North America, and it is my pleasure to welcome you here.

Many thanks are due to the Annual Conference Program Committee for their efforts in developing a comprehensive educational offering in both property and sales taxation. Special recognition is due the Chairs of the Committee: Overall Program Chair, Richard J. Ayoob; Sales Tax Chair, Anne R. Glasco, CMI; Sales Tax Vice Chair, Trisha Fortune, CMI; Property Tax Chair, Robert D. Butterbaugh, CMI; and Property Tax Vice Chair, Douglas P. Horner, CMI. I am extremely pleased that we have continued our tradition of excellence with a highly structured and informative program. Improve your professional skills, make new acquaintances, and renew old friendships in this beautiful setting.

I would like to thank all of you for making my year as President personally rewarding. To my successor I extend my sincere wishes for a comparable experience.

Richard V. Carlson, CMI  
President



## General Information

### **Name Badges**

Badges will admit participants to general and concurrent sessions and must be worn by those who attend social events. Admittance by badge will be necessarily enforced.

### **Tickets**

Each conferee who registers with IPT will receive tickets for the receptions and a voucher for the dinner. Spouses/Guests will receive tickets for the receptions and a voucher for the dinner if registered for that event. The dinner voucher received at registration must be returned by 1:00 pm on Monday for a table assignment ticket. All seats are assigned in advance. There will be a limited number of extra tickets for the dinner available prior to Monday morning at \$85.00 each.

### **Dress**

For the Conference, sportswear or informal business dress is appropriate throughout the daytime sessions. Business suits and cocktail dresses are appropriate for the Tuesday evening dinner.

### **Messages**

Telephone calls and other messages will be posted at the registration desk. It is also recommended that messages be left through the hotel operator for your room.

Smoking is not permitted in the session rooms. Your cooperation is appreciated. The Institute requests that all participants take the responsibility to make this a safe, enjoyable conference.

### **Continuing Education Credits**

CMIs will receive hour for hour continuing education credits for actual session attendance upon submittal of the appropriate continuing education form. Registrants who wish to obtain credit from other organizations may have their particular forms signed by the IPT staff.

The Institute for Professionals in Taxation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN, 37219-2417. Website: [www.nasba.org](http://www.nasba.org).

Eighteen (18) CPE credits are available for full attendance. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits are based on a 50-minute hour.

Prerequisites: None (other than IPT membership); Program Level: Multiple; Field of Study: Taxation; Instructional Method: Group Live

### **Institute Policies**

The Institute has a longstanding policy which prohibits any planned hospitality suites or entertaining by individual members for business solicitation purposes.

All social events are scheduled by the Institute, and each member's participation in these activities is most appreciated. Members attending the conference should make every effort to attend each social and business function, thereby supporting the organization.

The Institute has a policy prohibiting non-IPT literature and distribution of gifts (except in the exhibit room area), and the solicitation of business during the Annual Conference. Use of IPT registration lists (any school, symposium, forum or conference registration lists and the Membership Directory) for business solicitation is also prohibited.

We are sure you understand the reasons for these policy positions. Thank you for your cooperation.





## Past Presidents

**Derek S. McCleery, CMI**

Retired  
(1976-1978)

**Samuel E. Dyer, CMI**

(Deceased)  
(1978-1979)

**John A. Reynaud, CMI**

(Deceased)  
(1979-1980)

**William J. Langlois, CMI**

Retired  
(1980-1981)

**John L. Istel, CMI**

(Deceased)  
(1981-1982)

**Merle R. St. Amour, CMI**

Retired  
(1982-1983)

**Edward H. Fowler, Jr., CMI**

Retired  
(1983-1984)

**John J. Byrnes, CMI**

Retired  
(1984-1985)

**Walter L. Beyer, CMI**

Retired  
(1985-1986)

**Dale G. Thune, CMI**

Retired  
(1986-1987)

**Alan K. Brunt, CMI**

Retired  
(1987-1988)

**Howard L. Ledbetter, CMI**

Retired  
(1988-1989)

**David P. Amrozowicz, CMI**

Nestle USA, Inc.  
(1989-1990)

**Lee A. Klein, CMI**

Nationwide Consulting  
Company, Inc.  
(1990-1991)

**Ken E. Quevreaux, CMI**

Retired  
(1991-1992)

**Eugene Albert, CMI**

Albert Valuation Group  
New York, Inc.  
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**Robert B. Atkinson, CMI**

Deloitte & Touche, LLP  
(1993-1994)

**Phil A. Crawford, CMI**

Nationwide Consulting  
Company, Inc.  
(1994-1995)

**A. Allen Mitro, CMI**

E.I. Du Pont De Nemours  
& Company  
(1995-1996)

**Bruce M. Pierce, CMI**

Morgan Stanley Dean  
Witter & Company  
(1996-1997)

**Dale H. Durley, CMI**

American Tax Associates, Inc.  
(1997-1998)

**Anita M. DeGumbia**

Georgia Department of  
Revenue  
(1998-1999)

**David N. Finnman, CMI**

Xerox Corporation  
(1999-2000)

**Rodney M. Malburg, CMI**

The Dow Chemical Company  
(2000-2001)

**Julia S. Bragg, CMI**

International Paper Company  
(2001-2002)

**Thomas J. Kuder, CMI**

Industrial Valuation Services  
(2002-2003)

## Standing Committees and Chairs 2003-2004

### EDUCATION

#### Property Tax Education

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American Electric Power  
Service Corporation

**Special Advisor**

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Texas A&M University

**2003 Basic Property Tax School Committee****Chair**

Fred E. Vance, CMI  
Ryan & Company

**Vice Chair**

Rick H. Izumi, CMI  
ITA, LLC

**2004 Basic Property Tax School Committee****Chair**

Fred E. Vance, CMI  
Ryan & Company

**Vice Chair**

Rick H. Izumi, CMI  
ITA, LLC

**2003 Intermediate Personal Property Tax School Committee****Chair**

David H. LeVan, CMI  
Advantax Group, LLC

**Vice Chair**

Diane D. Brown, CMI  
Cooper Industries, Inc.

**2004 Intermediate Personal Property Tax School Committee****Chair**

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Advantax Group, LLC

**Vice Chair**

Diane D. Brown, CMI  
Cooper Industries, Inc.

**2003 Intermediate Real Property Tax School Committee****Chair**

O. Victor Grant, III, CMI  
Crescent Real Estate Equities, Ltd.

**Vice Chair**

Jonathan W. Ponader  
General Electric Company

**2004 Intermediate Real Property Tax School Committee****Chair**

O. Victor Grant, III, CMI  
Crescent Real Estate Equities, Ltd.

**Vice Chair**

Jonathan W. Ponader  
General Electric Company

**2003 Property Tax Symposium Committee****Chair**

Dominick Bonaiuto, CMI  
International Paper Company

**Vice Chair**

Paul D. Griffith, CMI  
Integra Realty Resources

**2004 Property Tax Symposium Committee****Chair**

Terry L. Polley  
Ajalat, Polley, & Ayoob a Partnership  
Including Professional Corporations

**2005 Advanced Property Tax Program**

Samuel P. Birchfield, CMI  
Ryan & Company



## Sales & Use Tax Education

### Overall Chair

Robert S. Goldman, CMI  
Vickers Madsen & Goldman, LLP

### 2003 Sales Tax School Course I:

#### Foundations of Sales & Use Tax Committee

##### Chair

Rolston A. Dyer, CMI  
The Coca-Cola Company

##### Vice Chair

Brenda S. Kelley  
Fontaine & Kelley, LLP

### 2004 Sales Tax School Course I:

#### Foundations of Sales & Use Tax Committee

##### Chair

Rolston A. Dyer, CMI  
The Coca-Cola Company

##### Vice Chair

Brenda S. Kelley  
Fontaine & Kelley, LLP

### 2003 Sales & Use Tax School Course II:

#### Intermediate Sales & Use Tax Theory Policy and Procedures Committee

##### Chair

Linda A. Falcone, CMI  
Grant Thornton LLP

##### Vice Chair

Jack T. Bone, CMI  
Ryan & Company

### 2004 Sales & Use Tax School Course II:

#### Intermediate Sales & Use Tax Theory-Policy and Procedures Committee

##### Chair

Linda A. Falcone, CMI  
Grant Thornton LLP

##### Vice Chair

Jack T. Bone, CMI  
Ryan & Company

### 2003 Sales & Use Tax Symposium Committee

##### Chair

Dana Malburg  
Deloitte & Touche LLP

##### Vice Chair

Michele D. Swanson, CMI  
Turner Broadcasting System, Inc.

### 2004 Sales & Use Tax Symposium Committee

##### Chair

Michele D. Swanson, CMI  
Turner Broadcasting System, Inc.

##### Vice Chair

Virginia Buckner Kissling  
Ryan & Company

### 2005 Advanced Sales Tax Program

##### Chair

Cass D. Vickers, CMI  
Vickers Madsen & Goldman, LLP

## Joint Education

### 2004 ABA-IPT Advanced Seminars

#### PROPERTY TAX.....

##### Co-Chair (IPT)

Norman J. Bruns  
Garvey Schubert Barer

##### Co-Chair

Stewart M. Weintraub  
Schnader, Harrison, Segal &  
Lewis LLP



## Joint Education (Cont.)

### SALES TAX .....

#### Co-Chair (IPT)

H. Michael Madsen  
Vickers Madsen & Goldman, LLP

#### Co-Chair

J. Whitney Compton  
Compton & Associates, LLP

#### Co-Chair

William B. Prugh  
Shughart, Thomson & Kilroy, P.C.

#### Co-Chair

William M. Backstrom, Jr.  
Jones Walker

#### Co-Chair

Stewart M. Weintraub  
Schnader, Harrison, Segal & Lewis LLP

## Professional Designation

### Overall Chair

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Cooper Industries, Inc.

### Professional Designation Committee –

#### Property Tax

##### Chair

Rodney R. Sturgeon, CMI  
ExxonMobil Corporation

##### Vice Chair

Paul A. Wilke, CMI  
Weingarten Realty Investors

### Professional Designation Committee –

#### Sales & Use Tax

##### Chair

Robert S. Goldman, CMI  
Vickers Madsen & Goldman, LLP

##### Vice Chair

Vicki C. Harris, CMI  
FedEx Corporate Services

## Other Standing Committees

### Admissions Committee

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E.I. Du Pont De Nemours  
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#### Vice Chair

Paul W. Shoup, Sr., CMI  
Smart & Associates, LLP

### Advisory Council Committee

#### Chair

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The Dow Chemical Company

### Annual Conference Program

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Richard J. Ayooob  
Ajalat, Polley and Ayooob a Partnership  
Including Professional Corporations

#### Property Tax: Chair

Robert D. Butterbaugh, CMI  
PricewaterhouseCoopers LLP

#### Vice Chair

Douglas P. Horner, CMI  
Consolidated Container  
Company LP

#### Sales Tax: Chair

Anne R. Glasco, CMI  
Kellogg Brown & Root Inc.

#### Vice Chair

Trisha Fortune, CMI  
Ryan & Company



## Standing Committees and Chairs

### Other Standing Committees (Cont.)

#### **Awards Committee**

##### **Chair**

Dana Malburg  
Deloitte & Touche LLP

#### **By-Laws and Resolutions Committee**

##### **Chair**

Julia S. Bragg, CMI  
International Paper Company

#### **Canadian Liaison Committee**

##### **Chair**

Kenneth R. Marsh, CMI  
TransCanada Pipelines Limited

##### **Vice Chair**

Ike E. Zacharopoulos  
Canadian Pacific Railway  
Company

#### **Education Fund Committee**

##### **Chair**

Anthony R. Thompson, CMI  
Law Offices Anthony R. Thompson

#### **Emerging Issues in Electronic Commerce, Computer Technology and Deregulation**

##### **Chair**

Gary Bendes  
Amazon.Com

#### **Information & Services Committee**

##### **Chair**

Charles J. Oeler, CMI  
Marvin F. Poer & Company

#### **International Taxation**

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JP Morgan Chase & Company

##### **Co-Chair**

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##### **Vice Chair**

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#### **Legal**

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Garvey Schubert Barer

##### **Vice Chair**

John J. Mehler  
MacDonald, Illig, Jones &  
Britton LLP

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International Appraisal  
Company Inc.

##### **Vice Chair (Corporate)**

Kellianne M. Nagy  
Ford Motor Company

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### **Local Luncheon Liaison Committee**

#### **Chair**

Bonny Ann Rock  
Grant Thornton LLP

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### **Membership Promotion and Public Relations**

#### **Chair**

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Ford Motor Company

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### **Nominating Committee**

#### **Chair**

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Industrial Valuation Services

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American Tax Associates, Inc.

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### **Property Tax Book**

#### **Chair**

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Ryan & Company

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### **Property Tax Audit Issues**

#### **Chair**

Kenneth J. Ungar, CMI  
Ad Valorem Tax, Inc.

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### **Public Relations/Promotions**

#### **Chair**

Anne R. Glasco, CMI  
Kellogg Brown & Root Inc.

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### **Sales & Use Tax Audit Issues**

#### **Chair**

Michael O. Fannon, CMI  
Hilton Hotel Corporation

#### **Vice Chair**

Lisa M. Bettencourt, CMI  
Office Depot, Inc

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### **Sales & Use Tax Book**

#### **Chair**

Bruce M. Pierce, CMI  
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#### **Vice Chair**

Rodney M. Malburg, CMI  
The Dow Chemical Company

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### **Uniformity in Administrative Requirements**

#### **Chair**

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Taxware, LP

#### **Vice Chair**

Joe B. Huddleston  
Liquid Engines, Inc.

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### **Web Enhancement**

#### **Chair**

Daniel Peterson, CMI  
National Bureau of Property Administration

## Exhibitors

### **Ad Valorem Tax, Inc. (AVTI) . . . . . Booth # 3**

1931-A Rohlwing Road • Suite A • Rolling Meadows, IL 60008  
(847) 253-8262 • **Fax:** (847) 253-8814  
**E-mail:** jpv@avti.com  
**Website:** www.avti.com  
**Product(s):** A2K-Property Tax Management System

### **Advantax Group, LLC . . . . . Booth # 19**

200 W. River Drive • St. Charles, IL 60174  
(630) 587-9700 ext. 300 • **Fax:** (630) 587-9696  
**E-mail:** dandrews@advantax.com  
**Website:** www.advantax.com  
**Product(s):** PTR by Advantax

### **Burr Wolff, L.P. . . . . Booth # 1**

3800 Buffalo Speedway • Suite 200 • Houston, TX 77098  
(713) 986-5000 • **Fax:** (713) 986-5001  
**E-mail:** info@burrwolff.com  
**Website:** www.burrwolff.com  
**Product(s):** PTS Corporate®, STS Corporate™, WebView

### **Deloitte & Touche Tax Technologies LLC . . . Booths # 4-5**

1751 Lake Cook Road • Suite 200 • Deerfield, IL 60015  
(847) 236-8000 • **Fax:** (847) 236-8011  
**E-mail:** isolomon@deloitte.com  
**Website:** www.CORPTAX.com  
**Product(s):** CORPSales® – the sales and use tax compliance system from the Makers of CORPTAX®

### **eDocSolutions . . . . . Booth # 20**

13089 Peyton Avenue • Suite C200 • Chino Hills, CA 91709  
(909) 591-9543 • **Fax:** (909) 591-9544  
**E-mail:** info@edocsolutions.com  
**Website:** www.edocsolutions.com  
**Product(s):** eNable! for Resale & Exemption Certificates

### **ePropertyTax, Inc. . . . . Booths # 16-17**

15300 North 90th Street • Suite 600 • Scottsdale, AZ 85260  
(480) 607-6444 • **Fax:** (480) 607-0333  
**E-mail:** kevin.basso@epropertytax.com  
**Website:** www.epropertytax.com  
**Product(s):** Property Tax Office® Tax Management Software System

### **Group 1 Software . . . . . Booth # 2**

4200 Parliament Place • Lanham, MD 20706  
(301) 918-0383 • **Fax:** (301) 918-0735  
**E-mail:** bob\_meador@g1.com  
**Website:** www.g1.com  
**Product(s):** GEOTAX

### **RIA . . . . . Booths # 7-8**

2395 Midway Road • Carrollton, TX 75009  
(972) 250-7000 • **Fax:** (972) 250-7859  
**E-mail:** robert.irving@riag.com  
**Website:** www.RIAhome.com/taxsoftware/insource  
**Product(s):** Insource Sales & Use Tax

**Ryan & Company . . . . . Booth # 15**

13155 Noel Road • 12th Floor, LB 72 • Dallas, TX 75240-5090  
(972) 960-0613 • **Fax:** (972) 934-2091  
**E-mail:** megan.martin@ryanco.com  
**Website:** www.taxdecisionerp.com  
**Product(s):** TaxDecisionERP

**Sabrix, Inc. . . . . Booth # 9**

12647 Alcosta Boulevard • Suite 155 • San Ramon, CA 94583  
(925) 543-0110 • **Fax:** (925) 543-0114  
**E-mail:** may.chang@sabrix.com  
**Website:** www.sabrix.com  
**Product(s):** The Sabrix Application Suite

**Smart & Associates, LLP . . . . . Booth # 10**

92 W. Lancaster Avenue • Devon, PA 19333  
(610) 256-0700 • **Fax:** (610) 254-5290  
**E-mail:** sscardetto@smartassociates.com  
**Website:** www.smartassociates.com  
**Product(s):** Sales Tax Software Packages

**Tax Compliance, Inc. . . . . Booths # 11-12**

10200-A Willow Creek Road • San Diego, CA 92131  
(858) 547-4100 • **Fax:** (858) 547-4101  
**E-mail:** info@taxcomp.com  
**Website:** www.taxcomp.com  
**Product(s):** (PTMS) Property Tax Software

**TAXWARE . . . . . Booth # 18**

27 Congress Street • Suite 410 • Salem, MA 01970  
(978) 741-0101 • **Fax:** (978) 741-0222  
**E-mail:** paula.cote@taxware.com  
**Website:** www.taxware.com  
**Product(s):** Taxware Enterprise, Sales and Use Tax, TaxSolver

**Vertex Inc. . . . . Booths # 13-14**

1041 Old Cassatt Road • Berwyn, PA 19312  
(484) 595-6167 • **Fax:** (610) 640-5892  
**E-mail:** info@vertexinc.com  
**Website:** www.vertexinc.com  
**Product(s):** Tax Software Solutions for: Sales Tax, Consumer Use Tax, Payroll Tax, Income Tax, Telecommunication Tax

**Vital Property Tax Software . . . . . Booth # 6**

P.O. Box 837 • Cardiff, CA 92007  
(760) 230-1400 • **Fax:** (760) 230-1401  
**E-mail:** gsheppard@vitalpt.com  
**Product(s):** VitalPT – Software

*Product descriptions are provided by the vendor, and do not constitute a product endorsement by IPT.*



## FINAL PROGRAM

### Sunday, June 20, 2004

**8:00 am John P. Myers Memorial Golf Tournament**

The Tournament will be played at the Westwood Plateau Golf and Country Club, Coquitlam, B.C. and requires a supplemental registration fee.

**12:00 n – 8:00 pm Registration (Baysshore Foyer)**

PROPERTY

**3:30 – 5:00 pm CMI Property Tax Orientation (Cypress 1)**

This session will provide members interested in pursuing the CMI property tax professional designation with an overview of the designation program, experience and education requirements, problem solving exercises, and questions and answers.

**Presented by the CMI – Property Tax Committee.  
Samuel P. Birchfield, CMI, ASA  
Principal, Ryan & Company  
Dallas, TX**

SALES

**3:30 – 5:00 pm CMI Sales Tax Orientation (Cypress 2)**

This session will provide members interested in pursuing the CMI sales tax professional designation with an overview of the designation program, experience and education requirements, problem solving exercises, and questions and answers.

**Presented by the CMI – Sales Tax Committee.**

**5:00 – 6:00 pm IPT Annual Business Meeting, Election of Officers and Members to the Board of Governors. (Mackenzie)**

Discussion of Institute business and plans.

**6:00 – 8:00 pm Exhibits Open (Baysshore Salons A-C)** This is an excellent opportunity to view products – computers, software, system management, publications, data services, valuation aids, and maps – of interest to property and sale tax professionals. Exhibits are limited to product-oriented vendors.

**6:00 – 7:30 pm Opening Reception in Exhibit Hall (Baysshore Salons A-C)** “Welcome to Vancouver” reception included in conference registration fee. Also included are spouses/guests who have registered for this event. Admittance is by badge/ticket.

## MONDAY JUNE 21, 2004

**7:00 am – 4:00 pm Registration Continues**  
*(Baysshore Foyer)*

**7:00 – 8:00 am Exhibits Open**  
*(Baysshore Salons A-C)* Coffee and Danish will be available with the exhibitors. Included in conference registration fee. Also included are spouses/guests who have registered for this event. Admittance is by badge.

**8:15 – 9:00 am Opening of Conference**  
*(Baysshore Salons D-F)* Welcome by IPT President Richard V. Carlson, CMI  
Presidential Address and Introduction of Invited Guests.

**9:15 – 10:15 am Keynote Session:**

### **The Power of TEAM: The Only Four Letter Word Everybody Should Use.**

*(Baysshore Salons D-F)*

Dr. Henry's presentation explains the dynamics and mechanics of teaming in a common sense fashion. In a light and lively program with a healthy mix of laughter and energy, Dr. Dale Henry dismantles the teaming process enabling your team members to understand how to:

- Establish continuity through group diversity.
- Construct teams that deliver "Just in Time" customer service.
- Build a leadership mentality among all its members.
- Enable the strength of the individual to contribute to the strength of the team.
- Coordinate and incorporate new ideas from outside sources.
- Just flat out understand why we can get along with some and can't get along with others.

Dr. Henry's message of excellence and team coordination hits the target every time.

*Keynote Speaker:*

**Dr. Dale Henry**, Your Best Unlimited, Kingston, TN

Dr. Dale Henry grew up in the foothills of the Smoky Mountains, an area that is bountiful in two things: hospitality and storytelling. Dr. Henry has been a teacher, principal, Dean of the oldest college in



MONDAY JUNE 21, 2004

Tennessee, a businessman, author, and a speaker and trainer. He has been in customer service over half his life. Dr. Henry is a master teacher in every aspect of the term, and he is what motivational speakers aspire to become. In keeping with Dr. Dale Henry's book title, The Proverbial Cracker Jack: How to Get out of the Box and Become the Prize, he is definitely the prize!

**10:30 am – 12:00 n General Session:**  
*(Baysshore Salons D-F)*

**Sarbanes – Oxley Act: Is it Restoring Investor Confidence? “The Rest of the Story” SEC and Industry Perspectives**

Is the Sarbanes – Oxley Act achieving its fundamental goals? Will the transparency of information and improvement of control systems have its desired effect? What is the “final answer” on the timetable for implementation? What is the impact of the shift of power and governance from the executive suite to the audit committee? What are the responsibilities of the corporate tax department in order to be in compliance with Section 404 of the Act relating to the effectiveness of control systems? Resources, documentation, and other tax department issues will also be discussed. This session will offer a balanced perspective from the SEC and Public Company Accounting Oversight Board (PCAOB) as it relates to restoring investor confidence and the practical implications from corporate lenses of this complex set of guidelines.

*Speaker:*

**Elizabeth Murphy**, Chief, Office of Rulemaking,  
S.E.C., Washington, DC

*Moderator:*

**Carol M. Calkins**, CPA, Partner,  
PricewaterhouseCoopers LLP, Dallas, TX

**12:00 – 1:15 pm Lunch in Exhibit Hall**  
*(Baysshore Salons A-C)*

**12:00 – 1:15 pm Exhibits Open**  
*(Baysshore Salons A-C)*



MONDAY JUNE 21, 2004

PROPERTY

1:15 – 2:30 pm Property Tax Concurrent Sessions:

**Market Value Appraisals of Personal Property for Property Tax Appeals**

Repeated at 2:45 pm (*Stanley Park Salons 2-3*)

Assessors usually value personal property based on depreciation tables that often do not reflect the actual market value of personal property. Many states stipulate market value as the standard for assessing personal property. In this session, you will hear from expert machinery appraisers who have successfully overcome predetermined depreciation tables using market value appraisals.

*Speakers:*

**J. Michael Clarkson**, ASA, President, Technical Valuation Services, Inc., Dripping Springs, TX

**John J. Connolly, III**, CMI, ASA, Executive Vice President, Nationwide Consulting Company, Inc., Glen Rock, NJ

**Leslie H. Miles, Jr.**, ASA, Chief Executive Officer, MB Valuation Services, Inc., Dallas, TX

*Moderator:*

**John S. Coulter, II**, CMI, ASA, Assistant Director, Tax, Cooper Industries, Inc., Houston, TX

**Value in Use and Value in Exchange**

Repeated at 2:45 pm (*Stanley Park Salon 1*)

Defining and comparing “Value in Use” and “Value in Exchange.” How different are they really? The focus will be on Personal Property by Senior Appraisers from the American Society of Appraisers (ASA). They will discuss this issue and answer your questions.

*Speakers:*

**Eugene Kaczkowski**, PE, ASA, President of the American Society of Appraisers (ASA), and Vice President of American Appraisal Associates, Inc., Milwaukee, WI

**Robert S. Svoboda**, PE, ASA, Independent Valuation Consultant, Kingwood, TX

*Moderator:*

**Pat W. Sloan**, CMI, ASA, Property Tax Manager, Advantax Group, LLC, Carrollton, TX



**1:15 – 2:30 pm Property Tax Concurrent Sessions cont:**

**The Cost of New Construction**

Repeated at 2:45 pm (*Cypress 1*)

This session will focus on examining the relationship between actual construction costs and market value. The speakers will discuss how to obtain accurate information, analyzing cost information in order to determine what costs should be included/excluded for assessment purposes, costing manuals vs. actual costs, and negotiation techniques for moving from actual costs to market value.

*Speakers:*

**Todd S. Liebow**, MAI, Principal, PGP Valuation, Inc., Portland, OR

**Kern G. Slucter**, MAI, ASA, President, Abbey Realty Advisors, Dimondale, MI

*Moderator:*

**Brett A. Harrington**, Vice President, International Appraisal Company Inc., Libertyville, IL

**Bankruptcies in Emerging Markets: True Value Indicators or Anomalies to be Discounted? (*Cypress 2*)**

The cost approach is the usual standard for appraising personal property. What happens when industries tank and entire companies are selling for less than ten cents on the dollar? When tax jurisdictions are accepting FASB 144 impairments and fresh – start accounting for companies coming out of bankruptcy, how does the company that hasn't taken relief achieve a level playing field with competitors?

*Speakers:*

**Michael J. Venditto**, Esq., Attorney, Anderson Kill & Olick, P.C., New York, NY

**Debra S. Wortman-Myers**, CMI, Manager, Level 3 Communications, Broomfield, CO

*Moderator:*

**Susan L. Fernandez**, Manager, Property Tax, Level 3 Communications, Broomfield, CO

MONDAY JUNE 21, 2004

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**1:15 – 2:30 pm      Sales Tax Concurrent  
Sessions:**

### **Mergers & Acquisitions**

Repeated at 4:15 pm (*Mackenzie*)

With the globalization of business and recent economic hardships, the trend of mergers and acquisitions continues to rise. The States' drive to increase tax collections in an attempt to balance budgets makes analyzing the tax implications of a merger or acquisition even more important. This session will provide an overview of the major sales and use tax issues related to mergers and acquisitions. Discussion topics will include notification requirements, taxable and nontaxable transfers, collection responsibilities, taxation of intangibles and goodwill, and transfers of tax liabilities and rights to refunds.

#### *Speakers:*

**Amy E. Jolley**, Esq., Tax Counsel, Chevron Phillips Chemical Company LP, Houston, TX

**Jeremiah T. Lynch**, CMI, Principal, Ryan & Company, New York, NY

**Carolyn L. Elerson**, CMI, Manager, Property/Sales & Use Tax, FedEx Corporate Services, Memphis, TN

### **Purchasing Company Implementations**

Repeated at 4:15 pm (*Seymour*)

Procurement Companies: Implementation and Beyond – Captive purchasing companies compliment centralization of the procurement function and e-procurement initiatives while promising substantial state and local tax savings. This breakout session will explore the potential tax – advantages of procurement companies, implementation issues, and life thereafter. You will learn about value drivers, potential obstacles to overcome, and lessons learned post implementation. Additionally, and perhaps more importantly, the speakers will discuss the every day implications of living with a captive purchasing company.

#### *Speaker:*

**Janice Hester**, Director Tax, Consolidated Communications, Inc., Mattoon, IL

**Howard Mantel**, Decentralized Tax Coordinator, United Parcel Service, Atlanta, GA

**Eric S. Tresh**, Esq., Partner, KPMG, Atlanta, GA

#### *Moderator:*

**Trisha Fortune**, CMI, CPA, Senior Manager, Ryan & Company, Houston, TX



MONDAY JUNE 21, 2004

SALES

**1:15 – 2:30 pm      Sales Tax Concurrent  
Sessions cont:**

**Automation of the Sales Tax Function**

Repeated at 4:15 pm (*Baysshore Salons E-F*)

The significance of sales and use taxes should be a primary concern to tax departments that may have implemented or upgraded an enterprise-wide software solution. Traditional transaction based compliance can give way to technological streamlining and simplified procedures and offers many advantages: (1) only trained tax professionals instead of accounts payable or purchasing personnel will be making the tax decisions; (2) large overpayments or underpayments are less likely; (3) and more time for value added and proactive activities rather than traditional compliance will be available. If your company has significant presence and reporting requirements in several states, you won't want to miss this session.

*Speakers:*

**Denton Childs**, Tax Director – Non Income Taxes,  
Tyson Foods, Inc., Springdale, AR

**Joanne L. Gibson**, Esq., Senior Manager,  
PricewaterhouseCoopers LLP, Dallas, TX

**Nola T. Newcomb**, Supervisor, Tax, Texas Eastern  
Products Pipeline Company, Houston, TX

*Moderator:*

**Anne R. Glasco**, CMI, Senior Manager – IT Accounting  
& Finance, Kellogg Brown & Root Inc., Houston, TX

PROPERTY

**2:45 – 4:00 pm      Property Tax Concurrent  
Sessions:**

**Market Value Appraisals of Personal  
Property for Property Tax Appeals**

Repeated from 1:15 pm (*Stanley Park Salons 2-3*)

**Value in Use and Value in Exchange**

Repeated from 1:15 pm (*Stanley Park Salon 1*)

**The Cost of New Construction**

Repeated from 1:15 pm (*Cypress 1*)

**Update and Discussion of Current Issues for  
Centrally Assessed Taxpayers (*Cypress 2*)**

MONDAY JUNE 21, 2004

PROPERTY

2:45 – 4:00 pm      **Property Tax Concurrent Sessions cont:**

**Update and Discussion of Current Issues for Centrally Assessed Taxpayers**  
*(Cypress 2)*

Facing significant regulatory and economic changes, telecommunications, electric and gas utilities, airlines and other centrally assessed companies are challenging state assessors who are slow to adjust appraisal methodologies or untenable tax classifications in a competitive environment. With political pressures mounting, induced by failed industry regulatory policies, restated financial statements, and economic turmoil, what should centrally assessed companies do to minimize property taxes and navigate through these political “whitewater rapids?”

*Speakers:*

**James W. McBride**, Esq., Attorney, Baker, Donelson, Bearman, Caldwell, & Berkowitz, PC, Washington, DC  
**Carolyn W. Schott**, Esq., Attorney, Baker, Donelson, Bearman, Caldwell & Berkowitz, PC, Nashville, TN

*Moderator:*

**Edward W. Noonan**, CMI, Director – Property Taxes, Cingular Wireless, Atlanta, GA

SALES

2:45 – 4:00 pm      **Sales Tax Concurrent Sessions:**

**Overview of Services** *(Mackenzie)*

As states struggle to increase revenue, businesses are faced with the growing taxation of services and the complications encountered as a result of such taxation. This session will provide an overview of the major sales and use tax issues related to the sale and purchase of taxable services as well as the opportunity of minimizing sales and use tax on purchases of items that include a taxable component and a nontaxable component. Issues will include the types of services commonly taxed, inconsistencies among the states, taxable situs of service, computer services, mixed transactions, bundling, true object test, recent law changes related to services, and recent court cases.

*Speakers:*

**Stanley R. Kaminski**, Esq., CPA, Partner, Duane Morris LLP, Chicago, IL  
**Michael W. McLoughlin**, Esq., Special Counsel, Jones Walker, New Orleans, LA



MONDAY JUNE 21, 2004

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2:45 – 4:00 pm

**Sales Tax Concurrent  
Sessions cont:**

### **Global Transactional Taxes**

*(Seymour)*

Transaction taxes are not just a US – only phenomenon. In today's environment, companies operating in an international environment (or with customers that operate globally from an internal or external perspective) are faced with many varieties of transactional tariffs, ranging from US sales & use taxes to Canadian goods & services taxes, provincial sales taxes, to European value – added taxes and other gross receipt type taxes. And, that is in addition to a host of other fees, duties and other stipends imposed by various governmental jurisdictions. The speakers will present a glimpse of what is out there.

*Speakers:*

**Robert M. Ashfield**, International Tax, Electronic Data Systems Corp., Plano, TX

**Barbara Barton**, Director, State and Local Taxation, Electronic Data Systems Corp., Plano, TX

### **SSTP**

*(Bayside Salons E-F)*

More than 20 states have enacted major revisions to their sales tax laws in an effort to comply with the provisions of the Streamlined Sales Tax Agreement. These legislative changes have transformed the interest in the SSTP from primarily the retail segment to all types of businesses. Our update will explain the status of the state legislation, discuss the current and future impact to businesses, and summarize the federal legislation introduced in Congress that seeks a *Quill* override.

*Speaker:*

**Susan K. Haffield**, CPA, Partner,  
PricewaterhouseCoopers LLP, Minneapolis, MN

MONDAY JUNE 21, 2004

PROPERTY

**4:15 – 5:30 pm Property Tax Concurrent Sessions:**

**Canadian Property Tax – Contaminated Property Valuation**

*(Cypress 2)*

From British Columbia to Newfoundland, from California to New York, understanding contaminated property valuation is a complex issue facing industrial property owners and developers. Do valuation principles and policies change north of the 49th parallel? What is the current value of a facility located on a contaminated site that has not been decommissioned? Should the future cost of decommissioning a contaminated facility be reflected in the current property value? Our panel will present their findings from a legal as well as a ratepayer's perspective.

*Speakers:*

**Yvonne Hamlin**, LLB, Partner, Borden Ladner Gervais LLP, Toronto, ON

**William S. Ingles**, CMI, CGA, CCP, Manager, Property Tax, TransAlta Corporation., Calgary, AB

*Moderator:*

**Kenneth R. Marsh**, CMI, Manager, Property Tax, TransCanada Pipelines Limited, Calgary, AB

**Indiana: The Bad, The Good, and The Better**

*(Stanley Park Salon 1)*

A brief discussion of where they were, an in-depth discussion of where they are, and a description of where they may wind up.

*Speaker:*

**Honorable Thomas G. Fisher**, Judge, Indiana Tax Court, Indianapolis, IN

*Moderator/Speaker:*

**Peter C. Salvesson**, Senior Tax Manager, Crowe Chizek and Company LLC, South Bend, IN

**Property Tax Appraisals and the Hubble Telescope: Is there Any Similarity?**

*(Stanley Park Salons 2-3)*

USPAD, State rules and regulations, the use of percent good tables, and quantifying obsolescence that is not recognized by the percent good tables; is there a conflict? There are times when an appraisal or obsolescence study is necessary to resolve a property tax dispute. It is important not to lose sight of the objective when determining the format and presentation strategy of a property tax appeal. Is an



**4:15 – 5:30 pm      Property Tax Concurrent Sessions cont:**

appraisal necessary to resolve the issue, or does the situation and state law permit a study of one aspect, such as obsolescence? Can the issues in dispute be reduced or narrowed to save time and money and possibly bring about a negotiated settlement? If the issues indicate that portions of the jurisdiction's rules or guidelines are acceptable, such as the percent good table, does the appraiser deviate from the Uniform Standards of Professional Appraisal Practice (USPAP) requirements in accepting parts of the assessor's approach which are appropriate or mandated by state law? One thing is certain – the taxpayer and his advisor(s) (consultant, attorney and appraiser) must have a clear grasp on the scope of the issues to determine the optimal approach to resolving the issues in dispute.

*Speakers:*

**Eugene Kaczowski**, PE, ASA, President of the American Society of Appraisers (ASA), and Vice President of American Appraisal Associates, Inc., Milwaukee, WI

**Pat W. Sloan**, CMI, ASA, Property Tax Manager, Advantax Group, LLC, Carrollton, TX

*Moderator:*

**Dennis C. Neilson**, CMI, PE, ASA, Vice President of Litigation Services, Advantax Group, LLC, St. Charles, IL

**4:15 – 5:30 pm      Sales Tax Concurrent Sessions:**

**Mergers & Acquisitions**

Repeated from 1:15 pm (*Mackenzie*)

**Purchasing Company Implementations**

Repeated from 1:15 pm (*Seymour*)

**Automation of the Sales Tax Function**

Repeated from 1:15 pm (*Baysshore Salons E-F*)



## TUESDAY JUNE 22, 2004

**7:30 am – 4:00 pm Registration Continues**  
*(Baysshore Foyer)*

**7:00 – 8:15 am Exhibits Open**  
*(Baysshore Salons A-C)*  
Coffee and Danish will be available with the exhibitors. Included in conference registration fee. Also included are spouses/guests who have registered for this event. Admittance is by badge.

**8:15 – 10:15 am General Session:**

### **Time Management** *(Baysshore Salons D-F)*

Ben Franklin said “if you value your life; value your time, because time is the stuff life is made of.” Time Tactics is a whole – life approach to time management that integrates the multiple and complex demands of an overloaded lifestyle. Taught with humor and real – life examples, participants will enjoy learning skills they can apply to their own conflicting priorities and begin to find direction in their daily lives. What sets Rory apart are his solid content, uniquely genuine style and passionate delivery of these powerful, life – changing principles: you control your attitude, you have the power to change, and you make the difference. This message connects with audiences, and they gain a renewed sense of direction that they carry with them long after the program.

#### *Speaker:*

**Rory J. Aplanalp**, President, Rory Aplanalp and Associates, Houston, TX

Rory J. Aplanalp delivers over 100 presentations per year. In his 24-year career, he has impacted the lives of more than one million people around the globe. Known for his boundless energy and ability to make people laugh, Mr. Aplanalp’s high-impact presentations are interspersed with humor, personal anecdotes and practical wisdom. Originally from Salt Lake City, UT, he resides in Houston, TX. He believes his greatest success is being able to have a lasting, positive effect on others.



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10:45 am – 12:15 pm Concurrent General Sessions:

**The Proposed Federal Business Activities Tax Legislation**

*(Bayside Salons E-F)*

Is federal legislation needed to specify the limits of state tax jurisdiction in the context of business activity taxes (corporate income taxes, franchise taxes, capital stock taxes, license taxes, etc.)? Much of the business community believes that if federal "SSTP" legislation – legislation that would override Quill's physical presence standard for use tax collection purposes – is enacted, states will become increasingly aggressive in seeking to impose direct taxes on businesses that have minimal or no physical presence within their borders; those interests believe that that would be wrong. On the other hand, many state tax administrators believe that not only is such legislation unnecessary, it would also roll back current law and would make the corporate income tax meaningless. This panel will discuss the tie-in of the BAT legislative initiative to the SSTP legislation, the content of the BAT legislation, what it would do, why it is a good idea, and why it is a bad idea.

*Speakers:*

**Loren L. Chumley**, Commissioner, Tennessee Department of Revenue, Nashville, TN

**Susan K. Haffield**, CPA, Partner, PricewaterhouseCoopers LLP, Minneapolis, MN

**Arthur R. Rosen**, Esq., Partner, McDermott, Will & Emery, New York, NY

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10:45 am – 12:15 pm Concurrent General Sessions:

**Where Have All the Tax Dollars Gone?  
Deficits Have Changed the Property Tax Landscape**

*(Stanley Park Ballroom)*

Property tax assessment officials from state and local governments are feeling the pressures of budget deficits, yet still are charged with the administration of property taxation in the context of market value in an equitable manner among taxpayers of the same class of property. Undeniably, this assessment responsibility and budget deficit conundrum is influencing the timing of settlement of appeals and refund claims, if not the amount of assessment reductions. The property tax landscape has changed with the prospect of shifting tax bases, litigation state-mates, consideration of split-rolls, renewed consideration of property tax audits using external auditors, and mounting political pressure and counter-appeals from school districts facing budget cuts. This session will provide a balanced perspective of state

## TUESDAY JUNE 22, 2004

PROPERTY

### 10:45 am – 12:15 pm Concurrent General Sessions cont:

and local tax administrators and industry property tax practitioners, as they seek to cut through the political bureaucracy and achieve equitable results.

#### *Speakers:*

**William Gregory Turner**, Esq., General Counsel,  
California Taxpayers' Association, Sacramento, CA,  
**Thomas M. Zaino**, Esq., CPA, Chair – Multistate  
Practice Group,  
McDonald Hopkins Co., LPA, Columbus, OH

#### *Moderator:*

**Stanley R. Arnold**, CPA, Senior Tax Policy Advisor,  
Rath, Young and Pignatelli, Professional Association,  
Concord, NH

### 12:15 – 2:30 pm Exhibits Open (*Bayshore Salons A-D*)

### 12:15 – 1:15 pm Committee Luncheon (*Bayshore Salons A-D*)

Lunch provided in the exhibit hall. Any member interested in serving on one of IPT's committees may sit at that committee's table to learn about the committee's proposed activities for 2004 – 2005. Included in registration fee.

SALES

### 1:15 – 3:00 pm Concurrent General Sessions:

#### **Sales Tax Litigation and Legislative Update** (*Bayshore Salons E-F*)

A must have update! Session covers "landmark" court case decisions, "hot" issues heading to the courthouse, and maybe even some "unconstitutional" taxes to be exposed. This session will highlight new legislative changes, States making headlines and provide a fore – shadowing of taxing trends to come.

#### *Speakers:*

**Thomas H. Steele**, Esq., Partner, Morrison & Foerster  
LLP, San Francisco, CA  
**Joseph A. Vinatieri**, Esq., Partner, Bewley, Lassleben  
& Miller, Whittier, CA  
**Lee A. Zoeller**, Esq., CMI, Partner, Dechert LLP,  
Philadelphia, PA



**1:15 – 3:00 pm Concurrent General Sessions cont:**

**Property Tax Legal Developments**

*(Stanley Park Ballroom)*

This property tax general session will depart from the typical survey of legal developments. Rather than to cover everything in summary fashion, this session will provide a more in-depth discussion of a few recent cases involving issues of widespread interest. The session will focus on (1) treatment of intangible assets and business value when assessing real estate, with emphasis on recent appeals in several Canadian provinces, and (2) recent arbitration proceedings involving the assessment of Amoco's refinery in Galveston County, Texas. The Canadian appeals involve high end hotels, a highly successful nightclub, and a 5-star retirement home. The written materials will cover additional cases from the United States. The Amoco case involves a host of instructive features – appeal strategy, media relations, discovery issues, presentation of evidence, and a wide variety of appraisal issues of interest far beyond the oil industry. The speakers, longtime and well known IPT members, were personally involved in the cases that will be discussed in this session. It is a rare opportunity to get an inside view of some leading edge cases.

*Speakers:*

**Edward Kliewer, III**, Esq., Partner, Kliewer, Breen, Garatoni, Patterson & Malone, Inc., San Antonio, TX  
**Peter A. Milligan**, LLB, Partner, Poole Milligan, LLP, Toronto, ON

*Moderator:*

**Norman J. Bruns**, Esq., Attorney, Garvey Schubert Barer, Seattle, WA

**6:30 – 7:00 pm President's Reception**

*(Baysshore Foyer)*  
Included in conference registration fee. Also included are spouses/guests who have registered for this event. Admittance is by badge/ticket.

**7:00 – 9:00 pm Dinner**

*(Baysshore Salons D-F)*  
Included in conference registration fee. Also included are spouses/guests who have registered for this event. Admittance is by badge/ticket.

**9 – 12 midnight IPT's After – Dinner Party**

*(Stanley Park Ballroom)*  
Included in conference registration fee. Also included are spouses/guests who have registered for this event. Admittance is by badge/ticket.

**Music by Hitmen XV**

WEDNESDAY JUNE 23, 2004

8:15 – 9:15 am General Session:

**Economic Volatility and the Impact on Property Tax and Sales Tax** (*Bayside Salons D-F*)

Economic Recovery – Fact or Fiction? Politicians are debating this topic with renewed vigor during an election year. This session will explore the current economic trends and potential implications of economic volatility in the “real world” for property tax and sales tax purposes? In addition, our featured speaker will address global as well as national considerations.

*Speaker:*

**Lawrence Yun**, Ph.D., Senior Forecast Economist, National Association of Realtors®, Washington, D.C.

*Moderator:*

**Robert D. Butterbaugh**, CMI, CPA, Partner, Tax Services, PricewaterhouseCoopers LLP, Chicago, IL

9:30 – 12:00 noon General Session:

**“Character-Driven Success”**

(*Bayside Salons D-F*)

Dr. Beverly Chiodo, the Doctor of Encouragement, can help you positively change your organization by creating a culture of character. “Character-Driven Success” is Dr. Chiodo’s drive, and she wants your tax department to evolve into a strong and motivated team. “Character-Driven Success” teaches managers and staff to recognize, inspire, and reward the successful principles and habits that prompt individuals to make the right choices in life and work. Strong character creates the power to achieve greatness. Dr. Chiodo demonstrates that a person’s principles influence their choices and become the catalyst for success or failure.

*Speaker:*

**Beverly A. Chiodo**, Ph.D., Professor Department of Management, Texas State University, San Marcos, TX

Dr. Beverly Chiodo is a nationally renowned teacher and public speaker. The inspiration and motivation in her teaching methods and speeches can be summed up in her self-proclaimed teaching philosophy, “A wise teacher makes learning a joy.” She is a professor in the Department of Management at Texas State University, and in 1997, she was named the best business professor in the nation. Dr. Chiodo is highly credentialed with a Ph.D. from Texas A & M University and has been published several times in highly-acclaimed business journals, such as *Journal of Education for Business and The Clearing House* to name a few. Dr. Chiodo has also won numerous awards including “Texas State University Alumni Association’s Teaching Award of Honor” and “Hero of the Day” from This Morning featured on CBS.

12:00 noon Program Concludes

**Sunday, June 20, 2004**

8:00 am	John P. Myers Memorial Golf Tournament Westwood Plateau Golf and Country Club
12:00 n – 8:00 pm	Registration ..... ( <i>Baysshore Foyer</i> )
3:30 pm – 5:00 pm	CMI Property Tax Orientation..... ( <i>Cypress 1</i> )
3:30 pm – 5:00 pm	CMI Sales Tax Orientation..... ( <i>Cypress 2</i> )
5:00 pm – 6:00 pm	IPT Annual Business Meeting, Election of Officers and Members to the Board of Governors ..... ( <i>Mackenzie</i> )
6:00 pm – 8:00 pm	Exhibits Open ..... ( <i>Baysshore Salons A-C</i> )
6:00 pm – 7:30 pm	Opening Reception in Exhibit Hall ..... ( <i>Baysshore Salons A-C</i> )

**Monday, June 21, 2004**

7:00 am – 4:00 pm	Registration Continues..... ( <i>Baysshore Foyer</i> )
7:00 am – 8:00 am	Exhibits Open ..... ( <i>Baysshore Salons A-C</i> )
8:15 am – 9:00 am	Opening of Conference ..... ( <i>Baysshore Salons D-F</i> )
9:15 am – 10:15 am	<b>Keynote Session:</b> <b>The Power of TEAM: The Only Four Letter Word Everybody Should Use</b> ..... ( <i>Baysshore Salons D-F</i> )
10:30 am – 12:00 n	<b>General Session:</b> <b>Sarbanes – Oxley Act: Is it Restoring Investor Confidence? “The Rest of the Story” SEC and Industry Perspectives ...</b> ( <i>Baysshore Salons D-F</i> )
12:00 n – 1:15 pm	Lunch in Exhibit Hall ( <i>Baysshore Salons A-C</i> )
12:00 n – 1:15 pm	Exhibits Open ..... ( <i>Baysshore Salons A-C</i> )
1:15 pm – 2:30 pm	<b>Property Tax Concurrent Sessions:</b> <b>Market Value Appraisals of Personal Property for Property Tax Appeals</b> <i>Repeated at 2:45pm. (Stanley Park Salons 2-3)</i> <b>Value in Use and Value in Exchange</b> <i>Repeated at 2:45pm..... (Stanley Park Salon 1)</i> <b>The Cost of New Construction</b> <i>Repeated at 2:45pm..... (Cypress 1)</i> <b>Bankruptcies in Emerging Markets: True Value Indicators or Anomalies to be Discounted?</b> ..... ( <i>Cypress 2</i> )
1:15 pm – 2:30 pm	<b>Sales Tax Concurrent Sessions:</b> <b>Mergers &amp; Acquisitions</b> <i>Repeated at 4:15pm..... (Mackenzie)</i> <b>Purchasing Company Implementations</b> <i>Repeated at 4:15pm..... (Seymour)</i> <b>Automation of the Sales Tax Function</b> <i>Repeated at 4:15pm..... (Baysshore Salons E-F)</i>
2:45 pm – 4:00 pm	<b>Property Tax Concurrent Sessions:</b> <b>Market Value Appraisals of Personal Property for Property Tax Appeals</b> <i>Repeated from 1:15pm. (Stanley Park Salons 2-3)</i> <b>Value in Use and Value in Exchange</b> <i>Repeated from 1:15pm . (Stanley Park Salon 1)</i> <b>The Cost of New Construction</b> <i>Repeated from 1:15pm..... (Cypress 1)</i> <b>Update and Discussion of Current Issues for Centrally Assessed Taxpayers ..... (Cypress 2)</b>

- 2:45 pm – 4:00 pm **Sales Tax Concurrent Sessions:**  
 Overview of Services ..... (*Mackenzie*)  
 Global Transactional Taxes SSTP .... (*Seymour*)  
 SSTP ..... (*Baysshore Salons E-F*)
- 4:15 pm – 5:30 pm **Property Tax Concurrent Sessions:**  
 Canadian Property Tax – Contaminated  
 Property Valuation ..... (*Cypress 2*)  
 Indiana: The Bad, The Good, and The  
 Better ..... (*Stanley Park Salon 1*)  
 Property Tax Appraisals and the  
 Hubble Telescope: Is there Any Similarity?  
 ..... (*Stanley Park Salons 2-3*)
- 4:15 pm – 5:30 pm **Sales Tax Concurrent Sessions:**  
 Mergers & Acquisitions  
 Repeated from 1:15pm..... (*Mackenzie*)  
 Purchasing Company Implementations  
 Repeated from 1:15pm..... (*Seymour*)  
 Automation of the Sales Tax Function  
 Repeated from 1:15pm.. (*Baysshore Salons E-F*)

## Tuesday, June 22, 2004

- 7:30 am – 4:00 pm Registration Continues..... (*Baysshore Foyer*)  
 7:00 am – 8:15 am Exhibits Open..... (*Baysshore Salons A-C*)  
 8:15 am – 10:15 am **General Session:**  
 Time Management ..... (*Baysshore Salons D-F*)
- 10:45 am – 12:15 pm **Concurrent General Sessions:**  
 The Proposed Federal Business Activities Tax  
 Legislation ..... (*Baysshore Salons E-F*)  
 Where Have All the Tax Dollars Gone? Deficits  
 Have Changed the Property Tax Landscape  
 ..... (*Stanley Park Ballroom*)
- 12:15 pm – 2:30 pm Exhibits Open..... (*Baysshore Salons A-D*)  
 12:15 pm – 1:15 pm Committee Luncheon. (*Baysshore Salons A-D*)  
 Open to all members
- 1:15 pm – 3:00 pm **Concurrent General Sessions:**  
 Sales Tax Litigation and Legislative Update  
 ..... (*Baysshore Salons E-F*)  
 Property Tax Legal Developments  
 ..... (*Stanley Park Ballroom*)
- 6:30 pm – 7:00 pm President’s Reception..... (*Baysshore Foyer*)  
 7:00 pm – 9:00 pm Dinner ..... (*Baysshore Salons D-F*)  
 9:00 pm – 12:00 m IPT’s After – Dinner Party  
 ..... (*Stanley Park Ballroom*)

## Wednesday, June 23, 2004

- 8:15 am – 9:15 am **General Session:**  
 Economic Volatility and the Impact on Property  
 Tax and Sales Tax ..... (*Baysshore Salons D-F*)
- 9:30 am – 12:00 n **General Session:**  
 “Character-Driven Success”  
 ..... (*Baysshore Salons D-F*)
- 12:00 n **Program Concludes**

# Annual Conference Sponsors

*as of June 5, 2004*

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Resources were made available to the Institute for the Annual Conference through the Institute's Educational Sponsorship Program. Contributions were made by the individuals and/or companies listed above to defray costs associated with conference keynote and professional speakers. The Sponsorship Program provides companies an opportunity to make contributions of up to \$500 to each IPT educational program of their choice. Individuals may contribute up to \$250 to each program. The Institute sincerely appreciates the contributions made to the 2004 Annual Conference by the sponsorship participants.

